

That which is claimed:

1. A method for conveying sales options comprising:
- 5 offering a plurality of telecommunications related products to a customer;
- receiving a selection from said customer;
- determining an offering price for said selection, employing a progressive discount; and
- presenting said offering price to said customer.
- 10 2. The method of claim 1, wherein said progressive discount comprises:
- providing a greater discount upon selection of at least one of a greater number and a higher level of products.
3. The method of claim 1, wherein determining an offering price for said selection, employing a progressive discount, further comprises:
- 15 accessing a predetermined pricing table to determine a product price, wherein said selection comprises at least one product; and
- if more than one product is selected, summing the product prices.
4. The method of claim 1, wherein determining and offering price for said selection, employing a progressive discount further comprises:
- 20 accessing a predetermined pricing table having a product number, a product base price, and a discount rate to determine a product price wherein said selection comprises at least one product; and
- summing the product prices employing the formula
- $$OP = \sum_{i=1}^n S_i P_i (1 - (A_i)_i) \text{ where:}$$
- 25 OP is the offering price;
- i is the product number;

S_i is a switch that has a value of 1 if the i^{th} product is selected, and a value of 0 if the i^{th} product is not selected;

P_i is the base price of the i^{th} product; and

5 A_j is the discount rate, where “j” represents the number of selected products.

5. The method of claim 1, further comprising:

receiving information about customer usage of said plurality of products; and

10 recommending products based on received information about customer usage.

6. The method of claim 1, further comprising:

providing to said customer, an incremental offering price of an upgrade to said customer's selection.

7. The method of claim 1, further comprising:

15 providing an opportunity for said customer to change said selection;
if customer changes said selection, receiving customer's changed selection;
determining an offering price for customer's changed selection; and
presenting said offering price to said customer.

20 8. Computer readable media for conveying sales options comprising:

a first set of instructions for presenting a plurality of telecommunications related products to a customer;

a second set of instructions for receiving a selection from said customer;

25 a third set of instructions for determining an offering price for said selection, employing a progressive discount; and

a fourth set of instructions for presenting said offering price to said customer.

9. The computer readable media of claim 8, wherein said progressive discount comprises:

5 providing a greater discount upon selection of at least one of a greater number and a higher level of products.

10. The computer readable media of claim 8, further comprising:

a fifth set of instructions for receiving information about customer usage of said plurality of products; and

10 a sixth set of instructions for recommending products based on received information about customer usage.

11. The computer readable media of claim 8, further comprising:

a seventh set of instructions for providing to said customer, an incremental offering price of an upgrade to said customer's selection.

- 15 12. The computer readable media of claim 8, further comprising:

an eighth set of instructions for providing an opportunity for said customer to change said selection.

13. A system for conveying sales options comprising:

computer readable media comprising:

20 a first set of instructions for presenting a plurality of telecommunications related products to a customer;

a second set of instructions for receiving a selection from said customer;

25 a third set of instructions for determining an offering price for said selection, employing a progressive discount; and

a fourth set of instructions for presenting said offering price.

a computer in communication with said computer readable media;

a telephone; and

a telephone operator, wherein said operator obtains customer's product selections, and conveys said offering price.

5 14. The system of claim 13, wherein said progressive discount comprises:

providing a greater discount upon selection of at least one of a greater number and a higher level of products.

15. The computer readable media of claim 13, further comprising:

10 a fifth set of instructions for receiving information about customer usage of said plurality of products; and

a sixth set of instructions for recommending products based on received information about customer usage.

16. The computer readable media of claim 13, further comprising:

15 a seventh set of instructions for providing to said customer, an incremental offering price of an upgrade to said customer's selection.

17. The computer readable media of claim 13, further comprising:

an eighth set of instructions for providing an opportunity for said customer to change said selection.

18. A system for conveying sales options comprising:

20 computer readable media comprising:

a first set of instructions for presenting a plurality of telecommunications related products to a customer;

a second set of instructions for receiving a selection from said customer;

25 a third set of instructions for determining an offering price for said selection, employing a progressive discount; and

a fourth set of instructions for presenting said offering price;

a computer in communication with said computer readable media; and

a kiosk comprising said computer and an interface for public interaction.

5 19. The system of claim 18, wherein said progressive discount comprises:

providing a greater discount upon selection of at least one of a greater number and a higher level of products.

20. The computer readable media of claim 18, further comprising:

10 a fifth set of instructions for receiving information about customer use of said plurality of products; and

a sixth set of instructions for recommending products based on received information about customer usage.

21. The computer readable media of claim 18, further comprising:

15 a seventh set of instructions for providing to said customer, an incremental offering price of an upgrade to said customer's selection.

22. The computer readable media of claim 18, further comprising:

an eighth set of instructions for providing an opportunity for said customer to change said selection.

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